

The Local Board — Its Functions and Influence

and weights for his own animals in a real competitive market. He is no longer at the mercy of drovers and local butchers, who, in the absence of competition, were usually able to buy at their own price, especially for off-grade stock. **Some person, however, has to take the initiative in arranging for such co-operative shipments, and whether the Company has a local agent or not, the Local Board can give material assistance and support.**

When it comes to selling implements, machinery, lumber and builders' supplies, coal, flour, binder twine, apples, etc., the competition provided by the Company is again the pace maker. The policy of the Company is to provide the best value in each article in quality and price, and they stand by their goods. An unqualified guarantee is given. Every line of goods must give satisfaction to the customer or the goods may be returned and the money refunded. If the quality were not there this would be a most costly guarantee for the Company.

If much business is being done by our competitors which might go to the Company, the Local Board should be able to know the reason for this and would be in a position either to deal with it or notify the Management and suggest a remedy, so that they can take the matter up.

Farmers have often expressed surprise and even disappointment that the Company was not paying more for wheat than the other fellow, or that the Company's price for, say, binder twine was as high as the other fellow's. They expected the Company to pay more or sell at less